

Position: Corporate Sales Manager

Location: Mumbai / Chennai / Bangalore

Key responsibilities:

1. Acquire new customers/Associates
2. Sell new products to new/existing Merchants
3. Maintaining relationship with Associates to get new business.
4. Achieving revenue targets month on month.

Job description:

1. Following the sales process to acquire new customers/Associates
2. Capturing meeting minutes and sending them to customer and Sales Head internally
3. Maintaining relationships with customers to ensure we understand their problems and reassure them of constant support.
4. Be available for the customer whenever required
5. Follow the sales philosophy of the organization
6. Regularly performing the sales discipline processes of reports/report formats expected from time to time

Core competencies:

1. Implementing sales plan for achievement of organizational goal in terms of revenue and profitability targets
2. Generating business in new segments/markets/products in the allocated regions
3. Should independently handle end to end sales

Interpersonal Skill:

1. Excellent customer management skills
2. Excellent communication skill
3. Self motivated leader
4. Positive attitude
5. Team player
6. Excellent presentation skill
7. Go getter